



## Organic Dairy Fluid Overview

Agricultural Marketing Service  
Dairy Market News

Report 46

November 17, 2023

MMN Slug ID 1594 / Slug Name: MD\_DA902

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### ORGANIC MILK PRODUCT SALES

The Agricultural Marketing Service (AMS) reported August 2023 estimated fluid product sales. The U.S. sale of total organic milk products was 228 million pounds, down 4.0 percent from the previous year, and down 1.5 percent year-to-date. Organic whole milk sales, 113 million pounds, rose 0.2 percent compared to a year earlier and increased 3.6 percent year-to-date. Reduced fat milk (2%) sales were 77 million pounds, declining 2.4 percent from the previous year, and down 3.3 percent year-to-date. Organic flavored whole milk sales, 1 million pounds, increased 82.2 percent from the previous year, but declined 46.4 percent year-to-date.

### ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS

August 2023, with comparisons

PRODUCT NAME	SALES <sup>1</sup>		CHANGE from:	
	August (million pounds)	Y-T-D	Prev Yr. (percent)	Y-T-D
Organic Production Practice				
Whole Milk	113	1,044	0.2	3.6
Flavored Whole Milk	1	7	82.2	-46.4
Reduced Fat Milk (2%)	77	692	-2.4	-3.3
Low Fat Milk (1%)	21	204	16.0	-8.0
Fat-Free Milk (Skim)	10	111	-23.2	-12.9
Flavored Fat-Reduced Milk	6	58	-21.3	-8.9
Other Fluid Milk Products	0	3	112.9	154.1
Total Fat-Reduced Milk	114	1,064	-8.5	-5.6
Tot. Organic Milk Products	228	2,118	-4.0	-1.5

Data may not add due to rounding.

Organic fat-reduced milk is the total of reduced fat, lowfat, skim and flavored fat-reduced milk.

### ORGANIC COW AUCTION PRICES

In a recent report from a Pacific Northwest livestock auction, organic cull cows traded slightly higher than conventional cull cows. The top tier of organic cows averaged \$128.00 per hundredweight, compared to an average price of \$126.00 per hundredweight for conventional Holstein cows. The top price for organic cows was \$132.00, compared to \$130.00 for top conventional Holstein cows.

### NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period: Trade activity and demand are good for organic feed corn. Organic feed corn traded 1.17 cents lower delivered elevator with forward contracts for Q4 2023 through Q4 2024. Organic feed soybean prices were unchanged, amid moderate trade activity and demand with forward contracts for Q4 2023 through Q1 2024. Trading was inactive for all other organic grains.

Information for the period November 6 - 17, 2023, issued biweekly



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